



Revision number:

Purchasing Agent: Jared Gardner

Phone #: (801) 538-3342

Email: jaredgardner@utah.gov**Item: Hummingbird Document Management Software and Kofax Scanning Software**

Vendor: VC0000102046 KJM & Associates
500 108th Ave. NE, Suite 1000
Bellevue, WA 98004

Internet Homepage: www.kjmassoc.com

General Contact: Harold Lloyd
Telephone: (425) 451-3881 (Bellevue, WA)
(503) 225-1120 (Portland, OR)
Fax number: (425) 464-8965
Email: hlloyd@kjmassoc.com

Usage Report Contact: Harold Lloyd
Telephone: (425) 451-3881
Fax number: (425) 464-8965
Email: hlloyd@kjmassoc.com
Reporting Type: Line-Item

Brand/trade name: Hummingbird and Kofax

Price: See discounts below.

Payment Terms: Net 30 Days
Effective dates: 09/01/06 through 08/31/09
Renewal options remaining: Potential renewals through 08/31/12
(Three (3) One (1) year terms)
Days required for delivery: 1-2 weeks (5-10 working days after receipt of order)
Price guarantee period: 90 days
Freight: FOB Destination

Note: This is a new contract. Please review all documents before placing an order.

This is a multiple award contract. Please review the following contracts for optimal pricing, delivery, and service before making your purchasing decision: **MA107 (DocuSoft America – EMC Documentum)** and **MA108 (FileNet)**. Documentation of your purchasing decision should be kept for each transaction.

This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor creating a DO (delivery order) in FINET. Agencies will return to the vendor any invoice which reflects incorrect pricing.



Scope of Contract

This contract is for the resale of Hummingbird's suite of document management software and maintenance and Kofax's Ascent Capture software and maintenance. No other third party software products are authorized by this contract. Also consulting/professional/training services are not allowed under this contract and must be sourced by the customer independent of this contract.

Ordering and Pricing

Products may be obtained by contacting KJM & Associates. Price sheets indicating the list software price and list maintenance are attached.

Hummingbird Volume Discounts

Purchase Volume	Software Discount	Maintenance Discount
50 or more users	5%	2%
100 or more users	10%	4%
400 or more users	40%	15%

Hummingbird Product List

Product	List Price	Maintenance	Notes
Hummingbird DM Client	\$499.00	\$89.82	
Hummingbird RM Client	\$299.00	\$53.82	
Hummingbird RM Administrator	\$9,500.00	\$1,710.00	
Hummingbird Imaging	\$149.00	\$26.82	
Hummingbird Enterprise Workflow Client	\$299.00	\$53.82	
Hummingbird Enterprise Workflow Manager	\$1,500.00	\$270.00	
Hummingbird Enterprise Workflow Studio	\$9,500.00	\$1,710.00	
Hummingbird BI Query Administrator	\$1,995.00	\$359.10	
Enterprise Webtop	\$199.00	\$35.82	
Webtop Anonymous External Users	\$90,000.00	\$16,200.00	Per CPU
Automated E-mail Management Mailbox	\$129.00	\$23.22	
Automated E-mail Management Server for MS Exchange	\$3,000.00	\$540.00	Per CPU
DM Content Cache	\$4,000.00	\$720.00	Per CPU
AutoCAD for DM	\$250.00	\$45.00	
DM for Siebel	\$149.00	\$26.82	
DM Anonymous External user	\$90,000.00	\$16,200.00	Per CPU
Collaboration Client	\$199.00	\$35.82	
Collaboration External Users	\$90,000.00	\$16,200.00	Per CPU
IM Client	\$99.00	\$17.82	
Mobility Client	\$199.00	\$35.82	
DM Workflow	\$175.00	\$31.50	
KM Client	\$199.00	\$35.82	
MS Exchange for KM	\$74.00	\$13.32	
Lotus Notes for KM	\$74.00	\$13.32	
RDBMS for KM	\$74.00	\$13.32	
ETOC & RLC Activator for KM	\$74.00	\$13.32	
Concept Builder Administrator Tool	\$20,000.00	\$3,600.00	Per Server
KM Anon Ext User	\$10,000.00	\$1,800.00	Per CPU



Hummingbird Support Options

Support Plan	List Price
Platinum for Hummingbird Enterprise	15% of List Price Min. \$180,000
Platinum - Per Geographical location	15% of List Price Min. \$75,000
Gold - Per Geographical location	10% of List Price Min. \$50,000
Silver - Per Geographical location	\$8,500.00
Bronze - Per Geographical location	\$4,000.00
Bronze for ESRI - Per Geographical location	\$6,000.00

Kofax Discount

10% discount on Kofax Ascent Capture Software
Maintenance is at Kofax list price

Comments

- o All discounts based on individual orders, not cumulative orders.
- o All prices based on named users, unless otherwise noted.
- o Discount does not apply to Hummingbird Support.
- o All orders are subject to applicable tax, tariffs, duties and S&H charges.
- o Discount based on acceptance of standard software license agreement.
- o Payments terms are 30 days following the date the order is delivered or the date a correct invoice is received, whichever is later. After 45 days the Contractor may assess overdue account charges up to a maximum rate of one percent per month on the outstanding balance
- o Hummingbird has proposed a 5% per year maximum maintenance increase (capped at list) to start with the 2nd renewal. The 2nd year maintenance (1st renewal) is the same discount as the year 1 maintenance.

Contact Information

KJM

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Hummingbird

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FINET COMMODITY CODE:
20853 Integrated Software

REVISION HISTORY: